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COOPERATING



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THIS LOOKS GOOD

CONFERENCE VERSUS "CUSSING"

How one community solved its "Transportation Problem."

In almost every rural community one will hear complaints of lack of consideration of the needs of the people in the matter of local railway schedules. These "complaints" rarely get beyond the local station agent who often contracts an immunity to "cussing" as part of his job. No real effort is made to get together on the part of the prospective shippers and the transportation management, and gradually there develops suspicion, discontent and hostility. The following story shows how one agent helped correct a typical local transportation situation:

One farmer in Dorothy, New Jersey, could throw a stone from his pickle patch and hit the railroad station, yet he had to truck his produce ten miles over a rough road to Landisville, the nearest shipping point. Farmers at Milmay were trucking their produce eight miles to Landisville when their station was not over a mile away. The Richland farmers were hauling their produce four or five miles to Landisville when the Richland station was only about a mile away, and the Folsom farmers, one-half a mile away, were hauling two or three miles to a station on another railroad.

County Agent Eldred in Atlantic County frequently heard complaints from farmers throughout the section about the poor transportation facilities and decided to see what could be done to improve conditions. First, he took it up with the transportation specialist for the State Department of Agriculture. After getting the facts they then took the matter up with the railroad officials at "headquarters" who promised to cooperate by meeting the farmers. Forty interested farmers, and two officials of the Philadelphia & Reading road met at Richland, a local shipping point. Individual farmers were called upon by the county agent to state their transportation difficulties. Several farmers had been compelled to buy expensive trucks to transport their produce. It was disclosed that several farmers had sold their farms, while others had reduced their production, growing only enough to meet their needs, due to lack of transportation facilities. The farmers brought out that they could easily double the amount produced next season if the transportation situation could be handled. One of the railroad officials frankly said: "I quickly realized that these farmers were in earnest and needed help."

At a second meeting arranged for a few days later more than one hundred farmers were present to listen to what the railroads might have to offer after they had considered the situation. The railroads agreed to carry freight on local passenger trains that would connect with fast freight at a junction. Service started immediately and two carloads of produce were shipped the first day. The service was of mutual benefit to all members of the community and to the railroads. Business gradually increased during the season, and the railroad people are as much pleased over the matter as the farmers.

After all is said the farmers' "troubles" are chiefly local and they are usually responsive to an application of the good old home remedy of "common sense" intelligently applied.

County Agent Section
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